

TABLE 1

**Net Prices and Average Yields for HUD-Insured  
New Home Mortgages (Section 203) Immediate Delivery  
Transactions 30-Year Maturity - Minimum Downpayment**

	8.50% Mortgages June 2000		8.50% Mortgages May 2000	
	Average Price	Average Yield 1/	Average Price	Average Yield 1/
Northeast	\$ 99.30	8.60%	\$ 100.00	8.25%
Middle Atlantic	*	*	\$ 100.00	8.25%
Southeast	\$ 100.06	8.49%	\$ 100.00	8.25%
North Central	\$ 99.74	8.54%	\$ 100.00	8.25%
Southwest	*	*	\$ 100.00	8.25%
West	\$ 98.50	8.71%	\$ 98.83	8.41%
United States	\$ 99.47	8.58%	\$ 99.43	8.33%

1/-Gross yield to investors, without allowance for servicing costs based on prepayment of the mortgage at the end of 12 years.

\* Dominant rate not quoted by respondents in region

United States

	Price ---- \$ ----	Yield ---- % ----	Mtg. Rate ---- % ----
1984 High/Low	97.60/95.00	15.00/12.90	14.00/13.00
1985 High/Low	98.30/95.50	13.43/11.28	13.00/10.50
1986 High/Low	99.40/96.22	10.78/ 9.26	10.50/ 9.50
1987 High/Low	98.54/95.42	11.22/ 8.79	10.50/ 8.50
1988 High/Low	99.49/96.99	10.84/ 9.86	10.50/ 9.50
1989 High/Low	99.65/97.01	11.16/ 9.61	11.00/ 9.50
1990 High/Low	99.25/97.94	10.75/ 9.71	10.50/ 9.50
1991 High/Low	99.57/98.53	9.71/ 8.69	9.50/ 8.50
1992 High/Low	99.60/97.54	8.85/ 8.06	8.50/ 8.00
1993 High/Low	99.95/99.13	8.12/ 7.02	8.00/ 7.00
1994 High/Low	99.88/98.44	9.53/ 7.05	9.50/ 7.00
1995 High/Low	99.97/99.18	9.54/ 7.51	9.50/ 7.50
1996 High/Low	100.00/99.14	8.58/ 7.11	8.50/ 7.00
1997 High/Low	99.91/99.20	8.56/ 7.51	8.50/ 7.50
1998 High/Low	99.83/98.25	7.17/ 6.53	7.25/ 6.50
1999 High/Low	100.03/99.08	8.13/ 7.06	8.00/ 7.00

Data as of: June 1, 2000

HQE: 06/20/2000

**Table 2**

**Most Frequently Quoted Contract Rates and Yields  
for FHA Mortgages Sold in the Secondary Market**

<u>Year</u>	<u>Contract Rate</u>	<u>Average Yield 1/</u>	<u>Year</u>	<u>Contract Rate</u>	<u>Average Yield 1/</u>
1995 Jan	9.50%	9.54%	1998 Jan	7.00%	7.17%
Feb	9.00%	9.10%	Feb	7.00%	7.08%
Mar	9.00%	9.05%	Mar	7.00%	7.06%
Apr	8.50%	8.60%	Apr	7.00%	7.09%
May	8.50%	8.56%	May	7.25%	7.37%
Jun	8.00%	8.03%	Jun	7.00%	7.07%
Jul	8.00%	8.00%	Jul	7.00%	7.07%
Aug	8.00%	8.09%	Aug	7.00%	7.05%
Sep	8.00%	8.03%	Sep	7.00%	7.03%
Oct	8.00%	8.03%	Oct	6.50%	6.53%
Nov	7.50%	7.61%	Nov	7.00%	7.07%
Dec	7.50%	7.51%	Dec	7.00%	7.02%
1996 Jan	7.50%	7.52%	1999 Jan	7.00%	7.06%
Feb	7.00%	7.11%	Feb	7.00%	7.08%
Mar	7.50%	7.57%	Mar	7.00%	7.10%
Apr	8.00%	8.09%	Apr	7.00%	7.07%
May	8.50%	8.52%	May	7.00%	7.08%
Jun	8.50%	8.57%	Jun	7.50%	7.58%
Jul	8.50%	8.55%	Jul	8.00%	8.13%
Aug	8.50%	8.56%	Aug	8.00%	8.00%
Sep	8.50%	8.58%	Sep	8.00%	8.10%
Oct	8.50%	8.56%	Oct	8.00%	8.05%
Nov	8.00%	8.00%	Nov	8.00%	8.02%
Dec	8.00%	8.14%	Dec	8.00%	8.06%
1997 Jan	8.00%	8.06%	2000 Jan	8.50%	8.55%
Feb	8.00%	8.06%	Feb	8.50%	8.56%
Mar	8.00%	8.08%	Mar	8.50%	8.53%
Apr	8.50%	8.55%	Apr	8.25%	8.35%
May	8.50%	8.56%	May	8.25%	8.33%
Jun	8.00%	8.05%	Jun	8.50%	8.58%
Jul	8.00%	8.02%			
Aug	7.50%	7.61%			
Sep	8.00%	8.02%			
Oct	7.50%	7.52%			
Nov	7.50%	7.53%			
Dec	7.50%	7.51%			

1/-Gross yield to investors, without allowance for servicing costs  
based on prepayment of the mortgage at the end of 12 years.

Data as of: June 1, 2000

HQE: 06/20/2000

**TABLE 3**

**Effective FHA Primary Rates**

<u>"Dominant" Contract Rate</u>			
	<u>June 2000</u>	<u>May 2000</u>	<u>June 1999</u>
United States	8.50%	8.25%	7.50%
<u>Average Points</u>			
Northeast	0.33	0.00	*
Middle Atlantic	*	0.00	0.00
Southeast	0.00	*	0.56
North Central	0.00	0.00	*
Southwest	*	0.50	*
West	1.00	0.81	0.25
United States	0.17	0.49	0.36
<u>Effective Rate</u>			
Northeast	8.55%	8.25%	*
Middle Atlantic	*	8.25%	7.50%
Southeast	8.50%	*	7.58%
North Central	8.50%	8.25%	*
Southwest	*	8.32%	*
West	8.64%	8.36%	7.53%
United States	8.52%	8.32%	7.57%

\* Dominant rate not quoted by respondents in region

Data as of: June 1, 2000

HQE: 06/20/2000

**TABLE 4**  
**FHA Primary Market Rates**

June 1, 2000				
	Percentage of Field Offices Reporting	Contract Rate	Average Points	Effective Rate
Most Active Quote	33%	8.50%	0.17	8.52%
Second Most Popular Quote	19%	8.25%	0.29	8.29%
Third Most Popular Quote	14%	8.38%	0.60	8.46%
All Others	34%	N/A	N/A	N/A
U.S. Average Rate	100%	8.36%	0.47	8.43%
May 1, 2000				
	Percentage of Field Offices Reporting	Contract Rate	Average Points	Effective Rate
Most Active Quote	39%	8.25%	0.49	8.32%
Second Most Popular Quote	35%	8.50%	0.18	8.53%
Third Most Popular Quote	13%	8.00%	0.88	8.12%
All Others	13%	N/A	N/A	N/A
U.S. Average Rate	100%	8.34%	0.40	8.40%
April 1, 1999				
	Percentage of Field Offices Reporting	Contract Rate	Average Points	Effective Rate
Most Active Quote	29%	8.25%	0.73	8.35%
Second Most Popular Quote	24%	8.50%	0.25	8.54%
Third Most Popular Quote	21%	8.38%	0.57	8.46%
All Others	25%	N/A	N/A	N/A
U.S. Average Rate	100%	8.25%	0.65	8.34%

Data as of: June 1, 2000 HQE: 06/20/2000

TABLE 5

## Average Interest Rates on Conventional First Mortgages

		New Home Loans			Existing Home Loans		
		June 2000	May 2000	June 1999	June 2000	May 2000	June 1999
Northeast		8.05%	8.00%	7.00%	7.94%	8.00%	7.25%
Middle Atlantic		8.23%	8.19%	7.39%	8.23%	8.13%	7.39%
Southeast		8.35%	8.35%	7.09%	8.39%	8.35%	7.19%
North Central		8.39%	8.43%	7.22%	8.36%	8.38%	7.22%
Southwest		8.25%	8.33%	7.08%	8.25%	8.33%	7.09%
West		8.27%	8.31%	7.26%	8.31%	8.29%	7.13%
United States		8.26%	8.29%	7.17%	8.27%	8.27%	7.17%

  

		United States Average	
		New Home Loans	Existing Home Loans
1984	High/Low	14.65/13.20	14.67/13.21
1985	High/Low	13.26/11.56	13.28/11.58
1986	High/Low	11.03/ 9.47	11.03/ 9.47
1987	High/Low	10.84/ 9.04	10.87/ 9.04
1988	High/Low	10.55/ 9.80	10.56/ 9.81
1989	High/Low	10.93/ 9.70	10.95/ 9.69
1990	High/Low	10.46/ 9.75	10.48/ 9.76
1991	High/Low	9.66/ 8.67	9.65/ 8.66
1992	High/Low	8.91/ 7.95	8.92/ 7.95
1993	High/Low	8.19/ 6.89	8.19/ 6.89
1994	High/Low	9.34/ 7.13	9.34/ 7.13
1995	High/Low	9.32/ 7.46	9.33/ 7.46
1996	High/Low	8.67/ 7.73	8.65/ 7.73
1997	High/Low	8.25/ 7.38	8.25/ 7.39
1998	High/Low	7.25/ 6.64	7.23/ 6.65
1999	High/Low	7.87/ 6.80	7.89/ 6.82

Data as of: June 1, 2000

HQE: 06/20/2000

**TABLE 6**

**Average Interest Rate for Home Construction Financing**

	HUD/FHA *			CONVENTIONAL		
	June 2000	May 2000	June 1999	June 2000	May 2000	June 1999
Northeast	10.00%	9.56%	7.39%	10.00%	9.63%	7.00%
Middle Atlantic	8.28%	**	8.21%	8.30%	**	8.22%
Southeast	9.58%	9.58%	8.23%	10.05%	9.63%	8.15%
North Central	9.52%	9.96%	8.27%	9.74%	10.00%	8.26%
Southwest	9.00%	9.67%	8.80%	9.00%	9.83%	8.36%
West	10.19%	9.95%	8.31%	10.03%	9.84%	8.19%
United States	9.51%	9.72%	8.45%	9.55%	9.70%	8.21%

\* Type of financing planned for permanent loans.

\*\* Inadequate number of survey responses.

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**TABLE 7**

**National Percent of HUD Offices Reporting Adequate  
Construction Funds Available for Homes**

	June 2000	May 2000	June 1999
FHA-Insured	100%	100%	100%
Conventional	100%	100%	100%

These data are not based on actual transactions. They are compiled from the best information available to HUD Field Offices throughout the US.

Data as of: June 1, 2000

HQE: 06/20/2000

TABLE 8

**Trend of Builder's Plans Compared to Previous Month  
by Housing Price Category  
(Percent of Field Offices Reporting)**

=====						
	June 2000			June 1999		
	----- Trend -----			----- Trend -----		
	Down	Stable	Up	Down	Stable	Up
Low-Priced	10%	84%	6%	13%	74%	13%
Mod-Priced	0%	81%	19%	5%	70%	25%
High-priced	0%	83%	17%	15%	58%	27%
All	0%	90%	10%	5%	76%	19%
	May 2000			May 1999		
	----- Trend -----			----- Trend -----		
	Down	Stable	Up	Down	Stable	Up
Low-Priced	13%	74%	13%	13%	71%	16%
Mod-Priced	3%	74%	23%	6%	67%	27%
High-priced	6%	72%	22%	4%	65%	31%
All	3%	84%	13%	2%	77%	21%
	Apr 2000			Apr 1999		
	----- Trend -----			----- Trend -----		
	Down	Stable	Up	Down	Stable	Up
Low-Priced	12%	76%	12%	15%	64%	21%
Mod-Priced	3%	76%	21%	2%	62%	36%
High-priced	18%	68%	14%	6%	60%	34%
All	6%	82%	12%	0%	71%	29%
PERCENTAGE POINT DIFFERENCE						
	Apr 2000 - Jun 2000			Apr 1999 - Jun 1999		
	----- Trend -----			----- Trend -----		
	Down	Stable	Up	Down	Stable	Up
Low-Priced	-1%	7%	-6%	-2%	10%	-8%
Mod-Priced	-3%	4%	-1%	3%	8%	-11%
High-priced	-18%	16%	2%	9%	-2%	-7%
All	-6%	8%	-2%	5%	5%	-10%

Data as of: June 1, 2000

HQE: 06/20/2000